

# SOLICITATION AMENDMENT

Solicitation No. VSP09-136

Amendment No: 1

Page 1

Solicitation Due Date: November 7, 2008 at 3:00 P.M. M.S.T.

Arizona Department of Veterans'  
Services  
**Purchasing Office**  
4141 N. 3<sup>rd</sup> Street  
Phoenix, AZ 85012  
(602) 263-1814  
(602) 222-6687Fax

Contact: Diana Martinez  
Phone : (602) 263-1814

A signed copy of this amendment must be submitted with your Solicitation Response. This Solicitation is amended as follows:

- 1. The solicitation due date has been extended to November 7, 2008 at 3:00 P.M. M.S.T.**
- 2. The following questions have been submitted to ADVS and our responses are as follows:**

**Question 1:** Does ADVS have a Rehabilitative manager and what protocol would the Contractor take if any issues were to arise (chain of command)?

**Answer 1:** No, ADVS does not have a full-time Rehabilitative Manager on site. The Contractor would report directly to the ASVH Administrator.

**Question 2:** Is the vendor required to do any direct billing of patients, payors, etc? Or is their compensation purely by the facility, based off of submitted invoices and time worked?

**Answer2:** No, the vendor will not be required to provide any direct billing. ADVS will pay the Contractor directly.

**Question 3:** Almost all facilities either ask for hourly rates, or ask for risk-sharing (a % of reimbursement, for example). Are hours defined as "time in facility", like it would be for a nurse on payroll? Or is there some other definition?

**Answer3:** ADVS is asking for hourly rates. The price sheet will be amended to remove the % reimbursement section. Hours are defined as time on premises like a nurse on payroll.

**Question 4:** You mention that you have 24 Medicare beds and 200 total beds. For some period (say the last 12 months), can you tell us how many Medicare Part A RUG days in total were earned by the facility? I am trying to derive an average daily Medicare Part A census from that figure.

**Answer 4:** ADVS Rug Days as of October 2007 to September 2008 is 2,422 days.

**Question 5:** What is the name of the current therapies contractor? How long has the current contractor provided therapy services to Arizona State Veteran Home?

**Answer5:** ADVS currently has a temporary contract with ONR (Orthopaedic & Neurological Rehabilitation, Inc.) and has been providing services since 7/1/2008.

**Question 6:** Please provide a breakdown of the number of current residents per payor source (Medicare, HMO and private pay).

**Answer6:** Breakdown of current resident per payor source: Private Pay 45, Medicare 5, Managed Care 4, Medicaid 94.

**Question 7:** What are the hours of operation?

**Answer 7:** ADVS hours of operation is 24 hours a day, 7 days a week.

Vendor hereby acknowledges receipt and understanding of above amendment

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date

\_\_\_\_\_  
Name and Title:

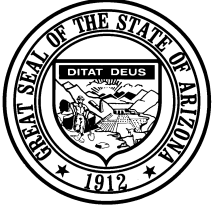
\_\_\_\_\_  
Name of Company:

The above referenced Solicitation Amendment is hereby executed this \_\_\_\_\_ day of \_\_\_\_\_, 2008 in Phoenix, Arizona.

\_\_\_\_\_  
Signature

Name: Kelli Gourdoux

Title: Purchasing Officer



## SOLICITATION AMENDMENT

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**Question 8:** What are the current hourly rates being paid by ADVS for the requested Physical Therapist, Occupational Therapist, Speech-Language Pathologist, Physical Therapy Assistant, Certified Occupational Therapy Assistant and Rehabilitation Aide?

**Answer8:** *ADVS currently hourly rates are as follows:*

*PT \$80.00 per hour  
OT \$75.00 per hour  
SP \$75.00 per hour  
PTA \$60.00 per hour  
COTA \$60.00 per hour  
RA \$30.00 per hour*

**Question 9:** How many FTEs or annual hours of service are being provided for Physical Therapist, Occupational Therapist, Speech-Language Pathologist and Physical Therapy Assistant?

**Answer 9:** *Average minutes for a 5 month period*

*PT - 7,558  
OT - 7,115  
ST - 2,431*

**3. The Price Sheet on page 31 has been amended to remove the following:**

The Contractor shall state below a percentage of cost for the Medicare fee schedule.

Medicare Fee Schedule% \_\_\_\_\_

Vendor hereby acknowledges receipt and understanding of above amendment

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date

\_\_\_\_\_  
Name and Title:

\_\_\_\_\_  
Name of Company:

The above referenced Solicitation Amendment is hereby executed this \_\_\_\_\_ day of \_\_\_\_\_, 2008 in Phoenix, Arizona.

\_\_\_\_\_  
Signature

Name: Kelli Gourdoux

Title: Purchasing Officer